

## Gaming Representative Clients

### Specialization Required

Gaming is a unique business and area of the law that requires attorneys who understand the industry and all its complexities. Surprisingly, it is also a small industry in which reputation and integrity are as important as the knowledge of the business.

In a heavily regulated industry like gaming, we knew early on that the best way to learn the industry was from the inside out—working with states, cities, and regulators to draft gaming legislation, rules, and regulations and serving as outside gaming counsel to government. And that's just what we did and continue to do. But we haven't stopped there. Since beginning our gaming practice in 1991, we have also developed an in-depth understanding of the operational side of the casino gaming business, by serving as in-house counsel and on the board of directors to some of the largest gaming concerns in the world.

And because gaming is big business—whoever heard of a low-end casino complex?—we have developed a network of investment bankers, commercial bankers, accountants, construction experts, and other consultants who are experts in the industry, and whom we frequently call upon for advice and assistance. These relationships give us a unique ability to provide a wide range of services to our clients.

### What We Have Done and What We Can Do for You

- Private and capital markets financing and commercial lending expertise for riverboat gaming casinos in Illinois, Indiana, Louisiana, and Missouri and land-based casinos in Atlantic City, Colorado, Louisiana, Michigan, Pennsylvania, Las Vegas, Vancouver, and Edmonton
- Providing M&A, contract, joint venture, and real estate expertise to casino-operating companies and casino vendors
- Serving as outside gaming counsel to casino owners and operators, vendors, two states, and two major cities
- Representing commercial lenders providing financing secured by gaming assets
- Preparing applications for gaming licenses, and drafting and advising on gaming legislation and rules and regulations
- Assisting in the preparation of proposals submitted in response to city and state RFPs
- Advising on the political process
- Representing vendors and gaming clients before regulatory agencies
- Serving as interim executive director to a state gaming commission
- Negotiating and drafting management agreements with casino operators
- Advising on the selection of gaming company vendors
- Negotiating development agreements related to multibillion dollar gaming projects
- Advising on Native American gaming projects
- Representing gaming clients in several foreign countries
- Serving on the board of directors of a major publicly held casino company
- Representing sovereign wealth funds

Some of the gaming industry clients we have represented recently include

- MGM MIRAGE
- Penn National Gaming
- City of Detroit
- City of Chicago
- State of Michigan
- State of Missouri
- Morgan Stanley
- Jefferies & Co.
- Harrah's-Jazz
- Wells Gardner
- Emerald Casino
- Paltronics
- Incredible Technologies
- Revel Entertainment
- Macquarie
- Gateway Casinos (Canada)
- Publishing and Broadcasting Limited
- Tracinda Corporation
- Dubai World
- Elite Casino Products
- Onex Corporation
- Trilliant Gaming
- Farallon Capital Management, LLC
- Tennenbaum Capital
- several smaller gaming companies
- several institutional lenders in the gaming industry